



# NEWLAND DEVELOPERS



Newland has developed more than 20 residential projects across Australia.

We currently have in the order of 5,000 lots in projects across the country, worth around \$2 billion once fully developed.

With a wealth of experience in land development and home building, Newland Developers brings a unique perspective and professionalism to large multi-phase developments.

Whether developing our own land or providing development management and marketing services to clients, we strive to create diverse, quality living environments for present and future generations.

This requires a combination of thoughtful environmental principles, exceptional attention to both landscape design and built form, and a strong understanding that communities must always be connected and properly supported with facilities.

For over 30 years, Newland has operated as the land development arm affiliated with Metricon Homes, Australia's leading and largest home-builder in Australia.





# VISION AND VALUES

## OUR VISION

Newland intends to be a leading developer of sustainable residential communities in Australia.

This bold objective means we must consistently operate to the highest standards across every area of our business. We take very seriously the fact that Newland plays a key role in building a better, more inclusive and ecologically sustainable future for our country.

## OUR VALUES

With a strong sense of ethical responsibility to our partners and customers, we consistently strive to be the best in the business at what we do.

Our values and beliefs guide every facet of our business, including our personal work behaviours, decision making and inter-personal interaction with partners, stakeholders and customers.





We recognise our success by  
our adherence to the  
following principles:



#### LEADERSHIP

We do not strive to merely do a little better than what has always been done. As befits an Australian-owned Business our nature is bold, innovative and pioneering.



#### ETHICS AND INTEGRITY

We act openly, morally and honestly in all our business relationships and dealings.



#### COMMERCIAL DECISION MAKING

We do not just respond rapidly to our markets, clients and partners, we anticipate their needs pro-actively.



#### ACCOUNTABILITY

We strive to deliver superior results and stretch our capabilities to consistently achieve and deliver.



#### POSITIVITY

We have a passion to exceed the expectations of colleagues, partners and the community.



#### TEAMWORK AND RESPECT

is how we create success at all levels.

Newland is committed to giving back to the communities in which we live and work. We have adopted the Metricon Homes CSR plan, they have 44 years of history building homes around the nation, and are in a unique position to share some of its good fortune with Australian families.

Our Corporate Social Responsibility program focusses on community partnerships, employee volunteering and also includes a Disaster Relief fund. We are developing a Community Grants program to be launched in FY21 that will expand the number of charities we support.

We are in the process of creating nascent Supplier Diversity policies and have invested in a number of sustainability initiatives to reduce our environmental footprint. Collaboratively, these initiatives empower our teams to positively contribute to the community in meaningful and measurable ways.



## CORPORATE SOCIAL RESPONSIBILITY



The purpose of property development is to implement appropriate strategies with the long term goal of maximising the returns from the investment, Therefore the development management decisions and processes, along with effective control measures, throughout every stage of the project are fundamental to a projects return.

Newland Developers have project focused Development Management processes across development and infrastructure, urban design, landscape, sales, marketing and finance, where the key project team members drive key accountabilities and responsibilities, and report to the General Manager. Our teams work collaboratively across all disciplines and with appointed consultants, we manage them to deliver the best results for the project.

Our development management capabilities cover the full spectrum of services to provide an effectively managed project, the services include:

### **Project Design**

- Project planning, design, approvals.

### **Project Management**

- Project planning, preparation of proposals, programs and feasibilities.
- Engagement with key stakeholders.
- Reporting to the PCG.
- Co-ordination of Project Delivery.
- Negotiating Contracts.
- Engaging Consultants and Contractors.
- Managing implementation of project.

An aerial photograph showing a suburban development. A multi-lane road curves through the scene, bordered by green spaces and trees on the left. To the right of the road, there are several houses and commercial buildings, including a large red-roofed structure. The sky is clear and blue.

# DEVELOPMENT SERVICES



## Sales and Marketing Management

- Development of Marketing and Sales strategy.
- Working with appointed Sales Consultant.
- Project sales support.
- Working with appointed creative agency to develop campaigns and promotions.
- Provide intelligence regarding product, price and presentation.
- Monitor and report on competitor projects, sales and activities.
- Provide pricing for new stages and constant review current stock availability.

## Conveyancing

- Fastrack Conveyancing - in house contract and settlement management

## Sustainability

- Implementation of sustainability initiatives across all phases of the development.

## OH&S

- OH&S management and auditing.



Our development management capabilities cover the full spectrum of services to provide an effectively managed project,

The Newland finance team is unique in that it has a diverse range of highly skilled and experienced qualified professionals. Our core competencies cover all aspects of accounting, administration, finance, tax and legal. Our team members have spent a substantial portion of their careers in the property field enabling us to offer an end to end in-house service.

We form an integral part of the development team and are kept abreast of all of the development, sales forecast, marketing etc by actively participating in the PCG's and running the Finance meetings.

We work closely with the development team to ensure we are aligned with the project strategy and kept fully informed of the direction of the project and have the ability to 'live' the transaction and work through any accounting or transactional issues to ensure the intended outcomes are achieved.

# FINANCE AND AUXILIARY SERVICES





## AN OVERVIEW ENCAPSULATING SOME OF THE SERVICES WE PROVIDE IS NOTED BELOW:

### Accounting and Finance

Undertaking all day to day finance and accounting requirements, including but not limited to:

- Management Reporting – monthly and annual managements report packs including reporting against budgets and other reporting as and when required.
- Monthly tax compliance – attending to the calculation and lodgement of returns relating to GST, PAYG withholding and other state taxes
- Preparation of statutory financial statements.
- Funding – We are highly regarded with top tier Banks and Financiers and pride ourselves on maintaining these relationships. We are able to handle multiple Financiers within the projects and ensure we meet all of their reporting requirements, track and monitor the annual reviews and any other needs.
- Feasibilities – preparation of the initial feasibility and ongoing maintenance throughout the life of the project.
- Monitor sales and settlements.
- Preparation of budgets, revenue forecasting and cash flow management.
- Dealing with the management of expenditure, insurances for the project and other administrative matters.
- Preparation of an annual pack for Partners individual tax and accounting providers including all supporting schedules.

### Tax and Legal

- Ownership structure – advising on the establishment of appropriate structures for the project including liaising with Lawyers to fully document the structure and required agreements.
- Financing documents – fully brief the Financier Legal advisors on the structure, we are au fait with the financier's normal documentation (facility agreements, tripartite deed, guarantee etc) and are able to review from the projects perspective.
- All documentation is maintained in electronic format and therefore is able to be quickly provided to interested parties on request.
- Tax Compliance – review statutory financial statements, preparation of income tax calculations through to the lodgement of income tax returns.
- Tax Review/Audit – the team have been through a number of reviews with regard to property developments from a GST and income tax perspective and have achieved positive outcomes on all occasions.
- Maintain company secretarial records and update ASIC as required.
- Will seek external views from experts in legal and tax fields on an as needs basis. We have already established close relationship spanning many years with the highest calibre experts.

# KEY PEOPLE



As a founder of Metricon and Newland, Mario boasts more than 40 years' experience in construction of world-class sustainable homes and lifestyle developments. He commits the business to providing leadership within the industry through innovative design and construction of world class sustainable homes and lifestyle developments.



Gideon started his career in corporate law and moved into corporate finance. In the US, Gideon held leadership roles at SEEK and Yahoo/Hotjobs (US). Upon returning to Australia in 2004, Gideon spent 10 years at Metricon in a variety of executive roles including marketing, business unit operations, strategy and national operations. He then served as a a Director for 5 years. Gideon is a director and co-owner of Newland and CEO of Geomax Capital a private family investment office.



Ashley is a former Partner of Ernst & Young, a Fellow of the Institute of Chartered Accountants Australia & New Zealand and is the CFO and Director of Metricon and Newland. Ashley brings a wealth of knowledge and experience to the group across Finance, Tax/Accounting and all aspects of Compliance and Management with an emphasis and focus on property.



Mark has more than 30 years' experience in the Development Sector involved in major re-development and greenfield residential projects. A number of these projects have been undertaken in Joint Ventures, working with a team of expert consultants to deliver successful outcomes for all. Mark has a background in Architecture.



Stuart is a professionally qualified Accountant and Fellow CPA. Stuart joined the Metricon Group in 1993 and moved to Queensland in 1994 to commence the Development Operations in Queensland and New South Wales. Stuart has excellent experience in both Housing and Residential Development with over 27 years as a Senior Executive of the Metricon Group and over 40 years in the Housing and Development Industry



Newland communities are places for families to live and thrive in whatever form that family takes. In short, the work we do today contributes to the “soul” of a community in the future. In creating quality living environments, we recognise that a truly sustainable development, is one that meets the needs of the present, without compromising the ability of the future.

CURRENT COMMUNITIES



**Warrally**  
ARMSTRONG CREEK

**Project Size**  
5000 residential allotments

**Project Location**  
Armstrong Creek, Victoria



**mandalay**

**Project Size**  
2100 residential allotments

**Project Location**  
Beveridge, Victoria



**UPPER  
POINT  
COOK**

**Project Size**  
113 residential townhomes

**Project Location**  
Point Cook, Victoria



**ALTITUDE**  
TERRANORA

**Project Size**  
1000 residential allotments

**Project Location**  
Terranora, NSW



**seabreeze**  
POTTSVILLE

**Project Size**  
600 residential allotments

**Project Location**  
Pottsville, NSW



**RIVA VUE**  
MURWILLUMBAH

**Project Size**  
171 residential allotments

**Project Location**  
Murwillumbah, NSW

PAST PROJECTS



**THE QUARTER**  
A NEW SPRINGVALE



**POINTE VUE**  
THE PENINSULA - FLAME TREE PARK



**REGATTA WATERS**



**THE HAIG**



**Belmond**  
ON CLYDE



**ELMSWOOD**  
KEYSBOROUGH



OUR COMMUNITIES





# WARRALILY ARMSTRONG CREEK

Warralily, in the Armstrong Creek Growth Corridor, is Geelong's first and largest fully master-planned community.

Launched in 2010, Warralily currently has over 8,500 residents, with 20 new families moving in every week. When completed in approximately 2024, Warralily will comprise of 5,000 homes and a thriving community of over 15,000 people.

The vision for Warralily is to create a truly modern and live-able community that sets the benchmark for the development

of urban communities in Victoria.

The National Multi-Award Winning Armstrong Creek runs through Warralily's heart, with parks, playgrounds and extensive walking and cycling paths along its banks. This brings vitality and connection to every part of the community.

Warralily is a joint venture with a landowner group. Newland has equity in the project and provides development services









# MANDALAY BEVERIDGE

Located in Melbourne's North, Mandalay integrates a resort style development into the natural environment. Set over 260 hectares, Mandalay will comprise of approximately 2,100 lots and be called home by over 6,000 people.

Centred around an 18-hole Thomson-Perrett designed golf course, Mandalay affords residents a unique opportunity to be part of a lifestyle aspired by many. Key to Mandalay's success has been the creation of a central community hub precinct.

More than just a collection of buildings, this space provides the growing community with important gathering and meeting spaces, early learning, maternal and child health, kindergarten, child and youth services as well as community health and wellbeing programs.

Mandalay is a joint venture project with national civic contractors BMD. Newland has equity in the project and provides development management services.







Mandalay, a lifestyle resort-living development quite unlike any other in the north of Melbourne. Just 40 minutes drive from the centre of the city and within easy reach of public transport, shopping, healthcare, quality education and more.

Open Space and parkland make up 40 percent of Mandalay and many homesites enjoy uninterrupted views across the 18-hole championship golf course.

#### LEGEND







## MODUS UPPER POINT COOK

Modus Upper Point Cook is a 113 townhouse development that is integrated within the Upper Point Cook master-planned community. Set over 9 stages, the townhomes range from groups of 9 to 25 townhomes that have been progressively delivered.

The vision is to create a new, low maintenance home solution in a community that delivers 14 hectares of open spaces, including two large sporting ovals with pavillions, walking and cycling trails, parks and playgrounds.

Upper Point Cook enjoys easy access to Point Cook's Town Centre, schools and community assets, all just 24km from Melbourne.

Modus Upper Point Cook offers a range of townhome designs that have been developed to meet a broad range of market segments and different site requirements.

Newland provides project management services to the Joint Venture partners for the development.





# ALTITUDE TERRANORA

Altitude will be one of the largest Newland residential developments in the Tweed area, following on from the success of the neighbouring Flame Tree Park and Pointe Vue Estate, also proudly developed by Newland Developers.

Altitude is blessed with amazing views in all directions that take advantage of the unique topography of the site through meticulous urban design.

Altitude is located in Terranova, a greatly sought after area due to its close proximity to major infrastructure - it is an easy drive to pristine beaches, restaurants, quality education, sporting facilities, healthcare and more.

Approximately 15 minutes to Tweed Heads and Coolangatta, 10 minutes to Tweed City Shopping Centre, 5 minutes to Banora Central Shopping Centre, 25 minutes to Robina Town Centre and 15 minutes from Gold Coast Airport.





Upon completion, the entire Altitude development will become home to a community of almost 2500 residents comprised of in excess of 1000 allotments and proposed Town Centre.

Newland is the developer of Altitude.

- Approximately 124ha development





# RIVA VUE MURWILLUMBAH

Nestled between the white sands of the Pacific Coast and rainforest-covered mountains, Riva Vue Murwillumbah offers those in search of a tree-change, the perfect Australian lifestyle.

Riva Vue is just a few minutes' drive to Murwillumbah town centre and a stones throw from the Rous River in the Tweed Valley. Many of the 160 home sites enjoy superb views of the scenic rim of the mountain ranges and the undulating green hills of the valley.

This quiet leafy community integrates seamlessly with the existing natural beauty of the region. This master-planned residential development, so close to the Murwillumbah Town Centre, offers easy access to all this welcoming town has to offer, including shopping, dining, education, playing fields, golfing, fishing, healthcare and more.

Beyond Murwillumbah, within a short 30 minute drive, is the Gold Coast Airport and the golden beaches of Northern New South Wales

\*Development outline and lot layout is indicative only and not to scale.





Upon completion, Riva Vue will be a boutique community of 171 lots which will become home to 450 residents.

Newland is the developer of Riva Vue.

- Approximately 24.5ha development





# SEABREEZE POTTSVILLE

Seabreeze offers convenience and an easy commute to both the Gold Coast and Brisbane, all while giving residents the benefits of a friendly, laidback seaside neighbourhood. The Gold Coast, with its world famous attractions and great facilities, is on your doorstep. Byron Bay is just half an hour to the south.

This master-planned development at Pottsville consists of 600 residential allotments and is packed with amenities.

The coastal township of Pottsville is reminiscent of the old beach towns of yesteryear with pristine beaches, peaceful village atmosphere and

friendly locals.

Seabreeze is answering demand for coastal land in this prime location as people move to the area for a relaxing and desirable lifestyle. Home to beautiful beaches, pristine estuaries and some of the best fishing spots in the area, Pottsville is popular with people looking for a sea-change lifestyle without compromising on important amenities.

Newland is the developer of Seabreeze.

- Approximately 24.5ha development





## PAST PROJECTS





## BELMOND ON CLYDE

Belmond on Clyde is a boutique community in one of the City of Casey's most prestigious pockets, located in the south east region of Melbourne.

Residents of Belmond on Clyde enjoy an abundance of lush landscaping within the community that creates the feeling of a tranquil sanctuary, while just outside the estate's central location there is access to facilities with un-rivaled convenience and lifestyle appeal.

Offering 600 lots, Belmond on Clyde has a diverse range of lot sizes to appeal to all market segments from larger lots situated adjacent to the central Hilltop Park through to smaller allotments boasting an attractive price point for first home buyers.

Additionally, two townhome precincts were integrated into the development to provide product diversity and offer affordable housing options.

Newland were the developers of Belmond on Clyde.





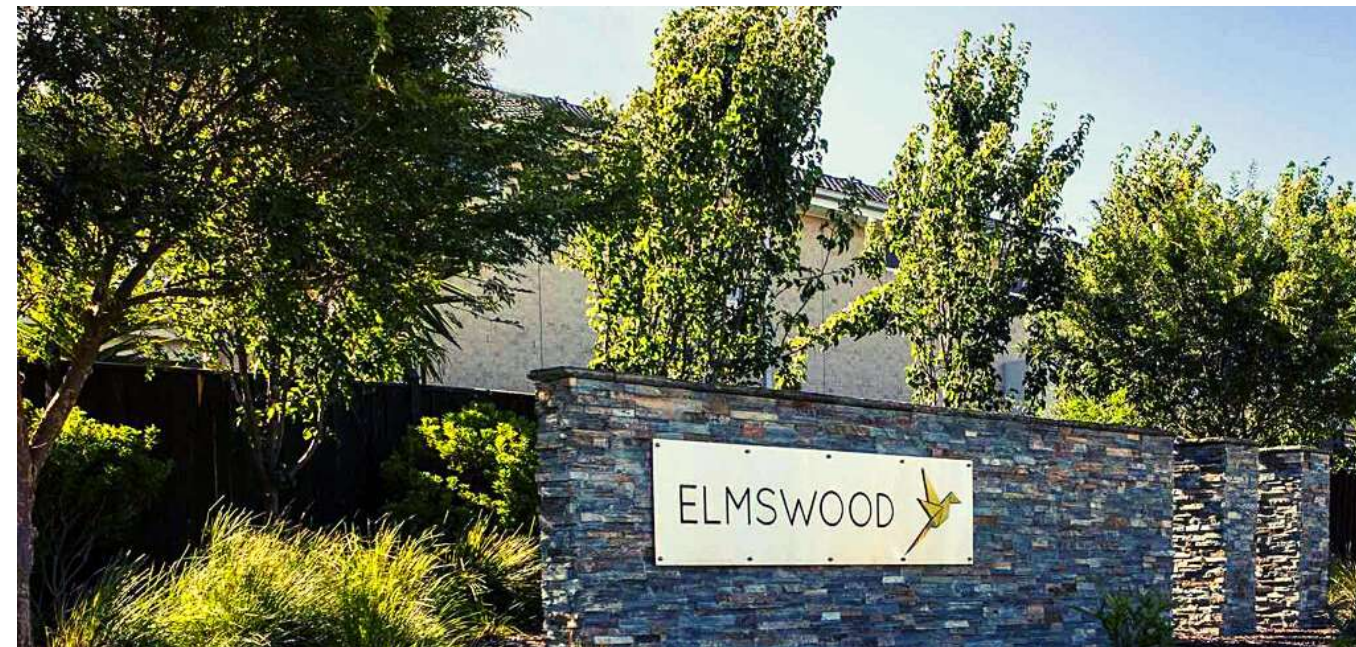
## THE HAIG HEIDELBERG

The Haig delivers premium living in a much sought after suburb. Designed to offer the very best in contemporary, modern living, the Haig is defined by well-appointed townhomes designed with exceptionally smart use of space and an impeccable standard of finish.

Nestled amongst some of Melbourne's most picturesque nature trails and parklands, The Haig offers all the amenity of a city location in a far more natural setting.

Everything you need is already in place – convenient shops, supermarkets, schools, cafes and restaurants all within minutes of your home, 117 Townhomes were delivered on this infill site.

Newland provided project management services to the Joint Venture partners for the development.



## ELMSWOOD KEYSBOROUGH

Located between exclusive Haileybury College and well-established residences, Elmswood is an exclusive boutique community of 186 lots, offering contemporary living with picturesque streetscapes and generous lots sizes to meet the Keysborough demographic.

Elmswood is connected to a myriad of established community facilities.. Residents can tee-off at nearby Keysborough or Southern Cross Golf Courses, do a spot of shopping at Parkmore Shopping Centre, take a walk in Braeside Park or work out at Springers Leisure Centre. At Elmswood, it's all on your doorstep.

Newland were the developers of Elmswood.





# THE QUARTER SPRINGVALE

Located in the heart of Springvale, the View Road development is situated just off Springvale Road within the City of Greater Dandenong. The site sits behind the future community hub and directly opposite the Sandown Greyhound Racing Club.

The Quarter consists of 98 architecturally designed townhouses boasting carefully crafted interiors, impeccably landscaped gardens and courtyard spaces. Two and Three storey product was delivered to maximise the infill site.

These impressive townhouses were designed by the award-winning Bruce Henderson Architects and are a modern update on

a classic style, creating a seamless streetscape of neighbourhood charm.

The Quarter, Springvale was proud to receive the Sustainable Development Award for exceeding best practice sustainable design benchmarks in residential development across energy efficiency, water efficiency, stormwater management and indoor environment.

Newland provided project management services to the Joint Venture partners for the development.





## FLAME TREE PARK AND POINT VUE BANORA POINT

Flame Tree Park / Pointe Vue is a master planned community set on 55ha overlooking Trutes Bay in Banora Point. On completion, the development produced in excess of 600 homes and a commercial site which was developed as Banora Central Shopping Centre.

The prestigious elevated last stage of Flame Tree Park known as “Pointe Vue” boasts some breathtaking views over Terranora Broadwater and Trutes Bay.

Banora Point is a popular address within close proximity to major infrastructure - it is an easy drive to pristine beaches, restaurants, quality education, sporting facilities, healthcare and more.

Newland were the developers of Flame Tree Park and Point Vue.



## REGATTA WATERS OXFENFORD

Regatta Waters, a master planned community comprised of 460 residential allotments, is located on the Coomera River at Oxenford on the Gold Coast. Just 40 minutes from Brisbane CBD and 20 minutes to Robina, Regatta Waters is close to all the lifestyle pleasures the coast has to offer - shopping, restaurants, quality education, sporting facilities, fun parks, healthcare and more.

Regatta Waters features both lakefront allotments with uninterrupted views and those situated back from the lake itself are still close enough to appreciate and enjoy the essence of lakeside living with access to lakeside paths and parklands. A tranquil and picturesque place to call home.

Newland were the developers of Regatta Waters.





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